

Appendix E- Significant Changes Document

**STANDARD DESCRIPTIONS FOR SIGNIFICANT CHANGES
IT Schedule 70:**

In order to be current and up to date under Solicitation number **FCIS-JB-980001-B**, all Information Technology (IT) Schedule 70 Multiple Award Schedule (MAS) contract holders are required to take action to this Modification #_____

Summarized below are the significant changes resulting from Refresh 39:

The following provisions have been UPDATED:

- **Solicitation Cover Page**
- **SCP-FSS-004 SPECIFIC PROPOSAL INSTRUCTIONS FOR SCHEDULE 70 (JUN 2016)**
- **CI-FSS- 152-N ADDITIONAL EVALUATION FACTORS FOR NEW OFFERORS UNDER SCHEDULE 70 (JUN 2016)**

NEW/UPDATED CLAUSES AND PROVISIONS

- **Solicitation Cover Page**

Revised/Added language in *Bold Red*:

22. PROFESSIONAL SERVICE. If offering professional services (as defined by 29 CFR 541) (SINs 132-51 and/or 132-60f **and/or 132-45A, 132-45B, 132-45C, 132-45D**) Offeror shall submit a Professional Compensation Plan setting forth salaries and fringe benefits proposed for the professional employees who will work under the contract in accordance with Clause 52.222.-46 Evaluation of Compensation for Professional Employee. Individual compensation disclosure is not required. Submission of general compensation practices often printed in an employee handbook is sufficient. PLEASE REFER to SCP-FSS-003 General Proposal Submission Instructions (Feb 2012) for additional guidance.

- **CP-FSS-2 SIGNIFICANT CHANGES (OCT 1988)**

The attention of offeror is invited to the following changes made since the issuance of the last solicitation for the supplies/services covered herein:

The updated regulation(s) in new refresh are listed below

Number	Title Clause/Provision
SCP-FSS-004	SPECIFIC PROPOSAL INSTRUCTIONS FOR SCHEDULE 70(JUN 2016)
CI-FSS-152-N	ADDITIONAL EVALUATION FACTORS FOR NEW OFFERORS UNDER SCHEDULE 70 (JUN 2016)

THE FOLLOWING SINS HAVE BEEN ADDED:

SIN # SIN Title

Highly Adaptive Cybersecurity Services (HACS) Special Item Numbers (SINs)

132-45A Penetration Testing Services – SUBJECT TO COOPERATIVE PURCHASING

132-45B Incident Response – SUBJECT TO COOPERATIVE PURCHASING

132-45C Cyber Hunt – SUBJECT TO COOPERATIVE PURCHASING

132-45D Risk and Vulnerability Assessment (RVA) Services – SUBJECT TO COOPERATIVE PURCHASING

Revised/Added language in Bold Red:

132 51 --- Information Technology Professional Services - SUBJECT TO COOPERATIVE PURCHASING

Includes resources and facilities management, database planning and design, systems analysis and design, network services, programming, conversion and implementation support, network services project management, data/records management, and other services relevant to 29CFR541.400.

Excludes professional services within the scope of SIN 132-45A Penetration Testing, SIN 132-45B Incident Response, SIN 132-45C Cyber Hunt, SIN 132-45D Risk and Vulnerability Assessment (RVA) Services.

NOTE: Please see the additional terms and conditions applicable to this Special Item Number (SIN) found in a separate attachment to the Solicitation. These terms and conditions do not contain specific and negotiated contractual language for this SIN. The Schedule contractor may have submitted additional information to complete the "fill-in" to the terms and conditions. The ordering activities shall request the Schedule contractors to submit these additional contract terms and conditions for this applicable SIN when responding to an order.

1: All non-professional labor categories must be incidental to and used solely to support hardware, software and/or professional services, and cannot be purchased separately.

2: Offerors and Agencies are advised that the Group 70 Information Technology Schedule is not to be used as a means to procure services which properly fall under the Brooks Act. These services include, but are not limited to, architectural, engineering, mapping, cartographic production, remote sensing, geographic information systems, and related services. FAR 36.6

distinguishes between mapping services of an A/E nature and mapping services which are not connected nor incidental to the traditionally accepted A/E Services.

3: This solicitation is not intended to solicit for the reselling of IT Professional Services, except for the provision of implementation, maintenance, integration, or training services in direct support of, and in conjunction with the purchase of a product. Under such circumstances the services must be performed by the publisher or manufacturer or one of their authorized agents.

Ordering activities may request from Schedule contractors their awarded End User License Agreements (EULAs) or Terms of Service (TOS) Agreements, which will assist the ordering activities with reviewing the terms and conditions and additional products and services and prices which, may be included.

Exception: According to SBA standards NAICS code 541519 has the dollar value standard of \$27.5 million except if you are a Value Added Reseller (150 employee standard). For more Information, please visit:

http://www.naics.com/naicswp2014/wp-content/uploads/2014/10/2014-Size_Standards_Table.pdf

SCP-FSS-004 SPECIFIC PROPOSAL INSTRUCTIONS FOR SCHEDULE 70 (JUN 2016)

II Section II - Technical Proposal:

The Offeror must address a fourth technical factor as described below:

- (1) Factor Four – Relevant Project Experience: The Offeror must submit a narrative demonstrating relevant project experience. A narrative is required for each proposed total solution or service SIN, (this includes, but is not limited to, SIN 132-51 -Information Technology Professional Services, **SIN 132-45A Penetration Testing, SIN 132-45B Incident Response, SIN 132-45C Cyber Hunt, SIN 132-45D Risk and Vulnerability Assessment**, SIN 132-56 – Health Information Technology Services and SIN 132-60f - Identity and Access Management Professional Services). The narrative must include the following:

- (i) The narrative must include a description of three (3) relevant projects, not to exceed four (4) pages per project. Each description must clearly indicate the SIN to which it applies, and identify the

specific services being proposed under that SIN. For companies with less than two years of corporate experience, Offeror shall submit relevant projects of key personnel.

Each project description must also address the following elements:

- (A) Detailed description of SIN-relevant work performed and results achieved
- (B) Methodology, tools, and/or processes utilized in performing the work
- (C) Demonstration of compliance with any applicable laws, regulations, Executive Orders, OMB Circulars, professional standards, etc.
- (D) Project schedule (i.e., major milestones, tasks, deliverables), including an explanation of any delays
- (E) How the work performed is similar in scope and complexity to the work solicited under the proposed SIN
- (F) Demonstration of required specific experience and/or special qualifications detailed under the proposed SIN.

The Offeror may use the same project in support of more than one SIN as long as the description clearly identifies the SIN-relevant work. All examples of completed services must have been deemed acceptable by the customer.

(ii) The following SINs have additional requirements that shall be addressed in the Relevant Project Experience narrative:

(A) SIN 132-54 Commercial Satellite Communications (COMSATCOM), SIN 132-55 Commercial Satellite Communications (COMSATCOM) Subscription Services.

- (1) Address requirements in CI-FSS-152-N *Additional Evaluation Factors for New Offerors Under Schedule 70* or CI-FSS-152-S *Additional Evaluation Factors for Successful FSS Program Contractors Under Schedule 70*
- (2) Address requirements in CI-FSS-055 *Commercial Satellite Communication (COMSATCOM) Services*

(B) SINs 132-60A – 132-60F Identity, Credential and Access Management (ICAM)

- (1) Address requirements in CI-FSS-152-N *Additional Evaluation Factors for New Offerors Under Schedule 70* or CI-FSS-152-S *Additional Evaluation Factors for Successful FSS Program Contractors Under Schedule 70*
- (2) Address requirements in CI-FSS-052 *Authentication of Products and Services*

(C) SIN 132-50 Training - The narrative must include the following:

- (1) Course names, brief description, length of course, type of training, location (on or off customer site) and any other pertinent details to the training offered.
- (2) If other than the manufacturer, submit proof of authorization to provide training course(s) for manufacturer's software and/or hardware products.

* Note that commercially available products under this solicitation may be covered by the Energy Star or Electronic Product Environmental Assessment Tool (EPEAT) programs. For applicable products, offerors are encouraged to offer Energy Star-qualified products and EPEAT-registered products, at the Bronze level or higher. If offerors opt to offer Energy Star or Electronic Product Environmental Assessment Tool (EPEAT) products then they shall identify by model which products offered are Energy Star-qualified and EPEAT-registered, broken out by registration level of bronze, silver, or gold.

(D) SIN 132-56 Health Information Technology Services

- (1) Address requirements in CI-FSS-152-N *Additional Evaluation Factors for New Offerors Under Schedule 70* or CI-FSS-152-S *Additional Evaluation Factors for Successful FSS Program Contractors Under Schedule 70*

(2) Factor 5 - ORAL TECHNICAL EVALUATION: Offerors proposing services under SIN 132-45A Penetration Testing, SIN 132-45B Incident Response, SIN 132-45C Cyber Hunt, SIN 132-45D Risk and Vulnerability Assessment shall participate in an oral technical evaluation that will be conducted by a Technical Evaluation Board (TEB). The oral technical evaluation will be held at the unclassified level and will be scheduled by the TEB. The oral technical evaluation will be used to assess the offeror's capability to successfully perform the services within the scope of each SIN as set forth in this solicitation.

Please review the Factor 5 Oral Technical Evaluation Criteria attachment to this solicitation for details on the knowledge areas to be assessed in the evaluation and the criteria for a 'Pass' or 'Fail' rating under this factor.

- (i) **ORAL TECHNICAL EVALUATION CONSTRAINTS:** The offeror shall identify up to five key personnel, by name and association with the offeror, who will field questions during the oral technical evaluation. . After opening remarks by the TEB, the offeror will respond to a series of questions and scenarios in 40 minutes per SIN. The evaluation will be stopped precisely after 40 minutes. The total evaluation session is expected to up to three (3) hours, depending on the number of SINs the offeror is proposing. The TEB Chairperson will be responsible for ensuring the schedule is met and that all offerors are given the same opportunity to present and answer questions.
- (ii) **ORAL TECHNICAL EVALUATION SCHEDULING:** The TEB will contact the offeror's authorized negotiator or the signatory of the SF 1449 via email to schedule the oral technical evaluation. Evaluation time slots will be assigned on a first-come-first-served basis. The Government reserves the right to reschedule any offeror's oral technical evaluation at its sole discretion. The oral technical evaluation will be held at facilities designated by the TEB. The exact location, seating capacity, and any other relevant information will be provided when the evaluations are scheduled. The government may make accommodations for vendors to participate in the oral evaluations virtually, if they are unable to participate in-person.
- (iii) **PROHIBITION OF ELECTRONIC RECORDING OF THE ORAL TECHNICAL EVALUATION:** The offeror may not record or transmit any of the oral evaluation process. All offeror's electronic devices shall be removed from the room during the evaluation. The offeror is permitted to have a timer in the room during the evaluation, provided by the TEB.
- (iv) **RESUBMISSION RESTRICTIONS FOR UNSUCCESSFUL VENDORS UNDER THIS EVALUATION FACTOR:** Offeror, whom the TEB has found to have not met the passing criteria under this evaluation factor shall be given one (1) opportunity to provide clarifications to the TEB. The offeror will have 24 hours from the time of the notice of possibly not meeting the passing criteria of the fail rating from the TEB to provide clarifications. Offerors, who have provided clarifications and the TEB gives a "fail rating" still have not met the passing criteria, shall be rejected and shall be ineligible to re-submit proposals to participate in the SIN for which they were rejected for a period of six (6) months following the date of rejection.

CI-FSS-152-N ADDITIONAL EVALUATION FACTORS FOR NEW OFFERORS UNDER SCHEDULE 70 (JUN 2016)

(a) The Government will consider award to an offeror who has been determined to be responsible, whose offer conforms to all solicitation requirements, who is determined technically acceptable, who has acceptable past performance, and whose prices are determined fair and reasonable.

(b) All technical evaluation factors will be reviewed, evaluated, and rated acceptable or unacceptable based on the criteria listed below. Award will be made on a SIN-by-SIN basis. A rating of “unacceptable” under any technical evaluation factor, by SIN, will result in an “unacceptable” rating overall for that SIN, and that SIN will be rejected. Offers determined unacceptable for all proposed SIN(s) will be rejected.

I. TECHNICAL EVALUATION FACTORS:

(1) FACTOR 1: Corporate Experience: See SCP-FSS-001-N

(2) FACTOR 2: Past Performance: See SCP-FSS-001-N

(3) FACTOR 3: Quality Control: See SCP-FSS-001-N

(4) FACTOR 4: Relevant Project Experience: See SCP-FSS-004. Additional requirements are:

- (i.) **SIN 132-45A Penetration Testing, SIN 132-45B Incident Response, SIN 132-45C Cyber Hunt, SIN 132-45D Risk and Vulnerability Assessment, SIN 132-51 IT Professional Services, SIN 132-60f Identity Access Management (IAM) Professional Services only.**

(A) Provide a description of the offeror’s experience in the professional information technology services offered under **SIN 132-45A, SIN 132-45B, SIN 132-45C, SIN 132-45D, SIN 132-51 and/or SIN 132-60f**. Describe three completed or on-going project(s), similar in size and complexity to the effort contemplates competing for and performing at the task-order level, and in sufficient detail for the Government to perform an evaluation. For SIN 132-60f, two of the three projects described must be prior Federal Government application deployment projects for public-facing IT systems. Each completed example shall have been completed within the last two years. All examples of completed services shall have been found to be acceptable by the customer or client. If the offeror cannot provide three examples of past experience, they may provide additional documentation to substantiate project experience to be evaluated by the contracting officer.

(B) Within the two-page limitation for each project narrative, offerors shall outline the following for proposed , **SIN 132-45A, SIN 132-45B, SIN 132-45C, SIN 132-45D, 132-51 and SIN 132-60f**:

- 1) Provide background information on the project or projects presented to demonstrate expertise.
- 2) Outline how the project or projects are related to the proposed SIN(s).
- 3) Submit summary of the final deliverables for the noted project or projects.
- 4) Offerors shall demonstrate that the tasks performed are of a similar complexity to the work solicited under this solicitation.
- 5) Provide the following information for each project submitted:

- i) Project/Contract Name;
- ii) Project Description;
- iii) Dollar Amount of Contract;
- iv) Project Duration, which includes the original estimated completion date and the actual completion date; and
- v) Point of Contact and Telephone Number.

(ii.) SIN 132-54, Commercial Satellite Communications (COMSATCOM) Transponded Capacity and/or SIN 132-55, COMSATCOM Subscription Services

(A) Provide a description of the offeror's experience delivering COMSATCOM services as described in CI-FSS- 055 Commercial Satellite Communication (COMSATCOM) Services. For each COMSATCOM Services SIN proposed, describe three completed or ongoing projects, similar in size and complexity to the services the vendor is proposing to offer and in sufficient detail for the Government to perform an evaluation. (NOTE: If applying for both SIN 132-54 and 132-55, describe three projects related to SIN 132-54, and another three projects related to SIN 132-55.) All completed projects shall have been completed within the last three years prior to submission of the vendor's COMSATCOM Services SIN proposal. Performance of all completed projects shall have been found acceptable by the ordering activity. If the offeror cannot provide three projects, it may provide additional documentation to substantiate project experience to be evaluated by the contracting officer.

(B) Within the four-page limitation for each project narrative, the offeror shall include the following information:

- 1) Provide background information on the project presented to demonstrate familiarity and expertise servicing COMSATCOM requirements.
- 2) Outline how the project is related to the proposed COMSATCOM Services SIN.
- 3) Demonstrate that the tasks performed are of a similar size, scope, and complexity to the work solicited under this solicitation.
- 4) Provide the following information for each project submitted:
 - i) Project/Contract Name;
 - ii) Project Description;
 - iii) Dollar Amount of Contract;
 - iv) Project Duration, which includes the original estimated completion date and the actual completion date; and
 - v) Point of Contact and Telephone Number.

(iii.) Information Assurance Minimum Security Controls Compliance for SIN 132-54, Commercial Satellite Communications (COMSATCOM) Transponded Capacity Services and SIN 132-55, COMSATCOM Subscription Services only

(A) Federal policy specifies Government customer compliance with the Federal Information Security Management Act of 2002 as implemented by Federal Information Processing Standards Publication 200 (FIPS 200), "Minimum Security Requirements for Federal Information and Information Systems." This standard specifies minimum security requirements Federal agencies must meet, defined through the use of security controls described in National Institute of Standards and Technology (NIST) Special Publication (SP) 800-53, "Recommended Security Controls for Federal Information Systems and Organizations," DoD Instruction (DoDI) 8500.2, "Information Assurance Implementation," and associated documents.

(B) Complete the Information Assurance Checklist found on the GSA SATCOM Services Program Management Office website (<http://www.gsa.gov/portal/content/122627>).

(C) The Government will evaluate the Information Assurance Checklist submitted as part of offeror's proposal to determine whether the offeror understands the minimum security controls, and has processes, personnel, and infrastructure that currently complies or demonstrates a reasonable approach to becoming compliant with all the minimum security controls for at least a low-impact information system or MAC III system.

(iv.) SIN 132-56 Health Information Technology Services

(A) Provide a description of the offeror's experience in the Health information technology services offered under SIN 132-56. Describe three completed or on-going project(s), similar in size and complexity to the effort contemplated herein and in sufficient detail for the Government to perform an evaluation. Each completed example shall have been completed within the last three years. All examples of completed services shall have been found to be acceptable by the ordering activity.

(B) Within the two-page limitation for each project narrative, offerors shall outline the following for proposed SINs 132-56:

1) Provide background information on the project or projects presented to demonstrate Health IT expertise.

2) Outline how the project or projects are related to the proposed Health IT SIN.

3) Submit summary of the final deliverables for the noted project or projects.

4) Offerors shall demonstrate that the tasks performed are of a similar complexity to the work solicited under this solicitation.

5) Provide the following information for each project submitted:

i) Project/Contract Name;

- ii) Project Description;
- iii) Dollar Amount of Contract;
- iv) Project Duration, which includes the original estimated completion date and the actual completion date; and
- v) Point of Contact and Telephone Number.

(v.) Project Experience for Authentication Products and Services (Homeland Security Presidential Directive 12 (HSPD-12) Only): All offers must be in compliance with guidance in National Institute of Standards and Technology (NIST) Special Publication (SP) 800-63, OMB Memorandum 04-04:

(A) SIN 132-60a: Offerings must include policy-compliant agency setup, testing, credential issuance, subscriber customer service account management, revocation, and credential validation as part of the basic service. Technical evaluation criteria are -

- 1) Successful completion of Level 1 Credential Assessment - Include Assessment Report
- 2) Successful completion of applicable interoperability testing - Include Test Report

(B) SIN 132-60b: Offerings must include policy-compliant agency setup, testing, identity proofing, credential issuance, subscriber customer service account management, revocation, and credential validation as part of the basic service. Technical evaluation criteria are -

- 1) Successful completion of Level 2 Credential Assessment - Include Assessment Report
- 2) Successful completion of applicable interoperability testing - Include Test Report

(C) SIN 132-60c: Offerings must include policy compliant ID proofing, Credential issuance, continued account management, revocation, and certificate validation as part of the basic service. Technical evaluation criteria are -

- 1) Successful completion of Level 3 and 4 Credential Assessment - Include Assessment Report
- 2) Access Certificates for Electronic Services (ACES) Security Certification and Accreditation (C&A) as a condition of obtaining and retaining approval to operate as a Certification Authority (CA) under the ACES Certificate policy and the GSA ACES Program. – Include Authorization to Operate (ATO) letter.
- 3) Common criteria for other Certification Authorities cross-certified by the Federal Bridge

(D) SIN 132-60d: Offerings must be -

- 1) Listed on GSA's Federal Information Processing Standards (FIPS) 201 Approved Products List.
- 2) Crypto Modules must be FIPS 140-2 validated.

(E) SIN 132-60e: Offerings must include precursor services such as bulk load, testing, identity proofing, credential issuance, subscriber customer service account management, revocation, and credential validation as part of the basic service. Also includes translation and validation services, and partial services such as 3rd-party identity proofing or secure hosting. Technical evaluation criteria are -

1) Demonstrated compliance with NIST SP 800-63, as applicable to the technologies being utilized by the offeror.

2) Compliance with published E-Authentication architecture, verified by a clearance letter from GSA's Office of Governmentwide Policy.

(F) SIN 132-60f: Technical evaluation criteria are -

1) Documented experience with deployment of policy-compliant Identity and Access Management (IAM) projects in Government agencies. This includes IAM technologies and standards, including Security Assertion Markup Language (SAML), Public Key Infrastructure (PKI) and the Web Services (WS)-Federation specification. Offerors should describe in detail their competencies when proposing under this SIN.

(5) FACTOR 5: Oral Technical Evaluation: See SCP-FSS-004.

Appendix F- Refresh Executive Summary

Executive Summary: Solicitation FCIS-JB-980001-B for Schedule 70 Refresh 39

Overview:

Refresh 39 will be published on September 1, 2016. As with every Refresh, various clauses were

updated, added, or deleted from the Solicitation. Most of the FAR or GSAR clause changes are performed automatically via the Solicitation Writing System (SWS).

The updated regulation(s) in new refresh are listed below

Number	Title Clause/Provision
SCP-FSS-004	SPECIFIC PROPOSAL INSTRUCTIONS FOR SCHEDULE 70(JUN 2016)
CI-FSS-152-N	ADDITIONAL EVALUATION FACTORS FOR NEW OFFERORS UNDER SCHEDULE 70 (JUN 2016)

THE FOLLOWING SINS HAVE BEEN ADDED:

SIN # SIN Title

Highly Adaptive Cybersecurity Services (HACS) Special Item Numbers (SINs)

132-45A Penetration Testing Services – SUBJECT TO COOPERATIVE PURCHASING

132-45B Incident Response – SUBJECT TO COOPERATIVE PURCHASING

132-45C Cyber Hunt – SUBJECT TO COOPERATIVE PURCHASING

132-45D Risk and Vulnerability Assessment (RVA) Services – SUBJECT TO COOPERATIVE PURCHASING

Appendix G- Refresh General Summary

The President has directed his Administration to implement a Cybersecurity National Action Plan (CNAP) that takes near-term actions and puts in place a long-term strategy to enhance Cybersecurity awareness and protections, protect privacy, maintain public safety as well as economic and national security, and empower Americans to take better control of their digital security. In today's active threat environment, incident detection and response is an ongoing challenge for many organizations. In addition, the Office of Management and Budget (OMB) Memorandum M-16-04, Cybersecurity Strategic Implementation Plan (CSIP) for the Federal Civilian Government, directs the General Services Administration (GSA), in coordination with OMB, to research contract vehicle options and develop a capability to deploy incident response services that can quickly be leveraged by Federal agencies. The CNAP requires GSA, in coordination with the Department of Homeland Security (DHS), to establish appropriate procurement vehicles that allow departments and agencies to procure equivalent Incident Response, Penetration Testing, and Hunt services from leading commercial providers.

The Highly Adaptive Cybersecurity SINs will allow customer agencies to quickly identify and procure cybersecurity services through Schedule 70, streamlining the process and maximizing results. The SINs are intended to provide agencies with a pre-vetted list of vendors ready and able to provide both proactive and reactive Cybersecurity services to meet the agencies' Cybersecurity needs.

FULL TEXT OF NEW/UPDATED CLAUSES AND PROVISIONS

Cover Page

1. SOLICITATION REFRESH. This is the latest version (refresh) of the Information Technology Schedule 70 Solicitation, originally issued on March 28, 1998. The Solicitation Number is FCIS-JB-980001-B. This Refresh is simply an update to the original Solicitation. The only changes, unless otherwise indicated, are updates to the provisions and clauses from the original solicitation. All amendments have been incorporated into the refreshed solicitation.
 - a. Be advised that any offers using earlier Refresh versions, received 30 days after the release and publication of this Refresh will be automatically rejected and returned to the Offeror. The Refresh publication/creation date can be found on the previous page.
 - b. DOWNLOAD THE SOLICITATION: <https://www.fbo.gov/spg/GSA/FSS/FCI/FCIS-JB-980001-B/listing.html>
2. FONT SIZE. Responses to this electronically available solicitation, AT A MINIMUM, must be in a font size no smaller than 10 CPI (characters per inch).
3. EQUAL OFFERING. Sales and Maintenance service must be provided to, at a MINIMUM, the 48 contiguous states, and the District of Columbia, in the same manner as it is offered to commercial customers.
4. DEFENSE BASE ACT .Notice to Offerors -Please be advised orders issued by DOD may include the requirement for Defense Base Act insurance as addressed in the Federal Acquisition Regulation Part 28.305. This requirement shall be addressed in a separate open- market line item on the order and the invoice. Pricing for this additional requirement will be between the contractor and the DOD ordering agency.
5. CONTRACT PERIOD. Contracts awarded under this standing solicitation will commence on the DATE OF AWARD and end five years from that date (unless contract is canceled/terminated or extended). Contracts awarded under this Information Technology Solicitation will have variable contract periods; i.e., contracts will be in effect for an initial period of five years from the date of award. There is a possibility to extend the contract for three optional five year periods, for a possible total contract period of 20 years. See I-FSS-163 OPTION TO EXTEND THE TERM OF THE CONTRACT (EVERGREEN).

6. CANCELLATION AND SALES CRITERIA. Any resultant contract may be cancelled unless reported contract sales are at least \$25,000 for the first 24 month period after initial contract award and \$25,000 for each 12-month period thereafter. See clause 552.238-73, Cancellation and I-FSS-639, Contract Sales Criteria.
7. BEFORE SUBMITTING YOUR eOFFER:
- a. Complete the mandatory Readiness Assessment free self evaluation, available on the Vendor Support Center website at <https://vsc.gsa.gov>. From the VSC home page, click on Toolbox in the upper left corner and complete the Research, Analyze, and Decide modules.
 - b. Complete the free registration with System for Award Management (SAM.gov) in its entirety. The information is current, accurate, and complete, and reflects the North American Industrial Classification System (NAICS) code(s) for this solicitation. The web address for SAM is <https://www.sam.gov>. Offers will be rejected if the System for Award Management (SAM) registration has not been completed or has expired.
 - c. Obtain an Open Ratings report. You must provide the required Open Ratings report with the initial submission of your offer. You may go on line at www.ppereports.com to obtain your Open Ratings report. An offer submitted without a current Open Ratings report will be rejected as non-responsive. An Open Ratings report is considered current for 1 (one) year from the date of issuance. See the Past Performance Evaluation attachment to this solicitation for additional information.
 - d. Offerors must submit a copy of the certificate signifying that one of its current employees who is listed in the authorized negotiator section, has completed the Pathway to Success training within the past year. Pathway to Success training is available through the Vendor Support Center website at <http://vsc.gsa.gov>. Click on the tab Training to access this free, web-based training. The training session is less than two hours total and covers the major factors your organization should consider prior to submitting an offer to GSA. NOTE: Pathway to Success training certifications will not be accepted from Consultants or Agents completing the training on behalf of their clients.
8. SUBMISSION OF OFFER. Information about this particular solicitation can be obtained from the issuing office address shown herein.
- a. Your offer must be submitted electronically via the e-Offer website (<http://eoffer.gsa.gov>).
 - b. By using the e-Offer system, submitting a signed copy of the SF1449 is NOT necessary due to the digital certificate required to submit an e-Offer. All other documents, including but not limited to Letter of Supply, Past Performance Evaluation and Subcontracting Plan requiring signature must be signed and dated before uploading to the eOffer system.

- c. Complete CSP-1 Commercial Sales Practices, which is an attachment to the solicitation, in accordance with the instructions provided with the clause, in its entirety. Additionally, you must provide a copy of the Commercial Pricelist in effect during the period for which you reported commercial sales on the CSP-1 form. Failure to provide the completed CSP-1 may result in rejection of the offer as non-responsive.
- d. Provide your current Commercial Price list. This is the price list you provide your commercial customers, and NOT a GSA price list or price proposal. This price list must reflect the company name and/or logo and must have an effective date. This price list should not have any reference to GSA other than to have the applicable Special Item Number (SIN) annotated by the offered items.
- e. If special catalogs or price lists are printed for the purpose of this offer, such descriptive catalogs or price lists shall include a statement indicating the special catalog or price list represents a verbatim extract from the contractor's commercial catalog and/or price list.
- f. Provide discount information to include the basic and/or quantity/volume discount offered from your commercial pricing in accordance with Clause 552.212-70 Preparation of Offer located in the solicitation document. See the Discount Proposal Spreadsheet attachment for required information. Note regarding Manufacturers Part Numbers: Offeror must ensure the Original Equipment Manufacturer (OEM), Manufacturer Part Number or Wholesaler Number for each product proposed reflects the actual part number assigned. If the OEM, Manufacturer, or Wholesaler Part Number is submitted incorrectly or not submitted, the product offering will not be awarded.
- g. If you are not the manufacturer of the product(s) you are offering, an acceptable Letter of Commitment/Supply must be provided. See Clause I-FSS-644 Dealers and Suppliers in the Basic Solicitation and the letter requirements. Failure to provide acceptable Letters of Commitment/Supply may result in rejection of the offer as non-responsive. See Letter of Supply template for required language.
- h. Any products offered must comply with the Trade Agreements Act (TAA). It is the responsibility of the offeror to determine TAA compliance. When an item consists of components from various countries and the components are assembled in an additional country, the test to determine country of origin is substantial transformation (reference FAR 25.001(c)). Offerors can go to The Office of Regulations and Rulings within U.S. Customs and Border Protection, which is the Federal Agency responsible for making substantial transformation determinations. CBPs determinations or opinions are based upon tariff laws. The offeror may also request an opinion from a third party expert or make the determination himself. The internet address for the U.S. Customs and Border Protection is: <http://www.cbp.gov/>. Reference 19 CFR 177.23. Offerors should keep this in mind when completing the TAA certification section of the SAM registration. When evaluating offers, the Contracting Officer will rely solely on the representations and certifications of the offeror and will not make substantial transformation determinations.

- i. In accordance with FAR 4.102(e), you must complete K-FSS-1 Authorized Negotiator if you have authorized an Agent/Consultant to act on your behalf.
 - j. If you are classified as other than small business (or are owned by or affiliated with a large business), your offer will be valued in excess of \$700,000 for the basic contract period. Therefore, a Small Business Subcontracting Plan MUST be submitted with your offer. See the Small Business Subcontracting Plan attachment for a sample format for the plan. Failure to provide an acceptable Subcontracting Plan (if required) may result in rejection of the offer as non-responsive.
 - k. Applicable only to offers ultimately bound for overseas destinations: Offer must maintain an order tracking system that permits ordering agencies to obtain the location of an order from the time the order is shipped to the time/point of delivery and acceptance at end point of point of delivery. Offeror must also demonstrate understanding of an order bound for an international end point delivery and provide a sample electronic version of an appropriately marked label in accordance with the FED-STD-123 and MIL-STD-129 edition in effect at the date of issuance of the solicitation. Offer will not be accepted for OCONUS delivery if offer does not demonstrate a proper tracking system and a sample packaging label for international delivery.
 - l. Pursuant to Clause 552.238-74, Industrial Funding Fee and Sales Reporting (July 2003), the IFF is a separate collection mechanism and any increase or decrease in the fee does not change the price/discount relationship established at the time of award pursuant to 552.238-75, Price Reductions (May 2004)(Alt I May 2003).
 - m. The IFF is a separate collection mechanism. The discounts and pricing you offer to the Government may not include the IFF. The IFF shall be added to the net GSA price. Discounted price divided by .9925 equals the final GSA Advantage price
9. DIGITAL CERTIFICATES. Offerors must obtain a Level 3 Digital Authentication Certificate in order to access the eOffer system. In order to facilitate the timely processing of your offer and administration of the resultant contract, it is highly recommend that you have at least two (2) persons with digital certificates listed as Authorized Negotiators in your offer and authorized to sign, at least one of which is an employee of the offering company. For information and instructions on obtaining digital certificates, visit the eOffer website (<http://eoffer.gsa.gov>). Include a screen shot or copy of the digital certificates with your offer.
10. Vendors must submit offers through the GSA eOffer system (<http://eoffer.gsa.gov/>). Please note that Digital Certificates are required when using the eOffer system. For assistance, please visit the Vendor Support Center (<http://vsc.gsa.gov>).
11. TERMS & CONDITIONS. For your convenience, the standard Terms and Conditions of each SIN have been replicated in the attachment entitled "Critical Information Specific to Schedule 70".

Thoroughly read the attachment for additional critical information and requirements specific to the Schedule under which you are submitting your offer. The Offeror is still obligated to complete and return their Offered Pricing / Price List Document which includes the Terms and Conditions applicable to each SIN. These additional Terms and Conditions will be part of your awarded contract.

12. In order to fully evaluate your offer, all elements of the solicitation must be completed. You should pay close attention to the requirements noted below. Failure to provide any element of these requirements may result in rejection of your offer as substantially incomplete or insufficient to evaluate.

a. The www.acquisition.gov site links you to all sites prospective Offerors might need (SAM, e-SRS, FedBizOpps).

13. In an effort to raise the standards for the GSA Multiple Award Schedules to ensure the customer agencies and the MAS contractors receiving and providing services that are in the best interest of Government, the following language has been incorporated into the solicitations:

a. AbilityOne Language

Offeror must be an authorized AbilityOne distributor by the Committee for Purchase from People Who Are Blind or Severely Disabled. Contractor shall meet the AbilityOne Exclusivity Requirement by blocking orders of commercial products that are identified as being identical to or Essentially the SAME (ETS) as AbilityOne offered products. Please note: An authorized AbilityOne distributor is discretionary not mandatory. Offerors are not required to be an authorized AbilityOne distributor in order to be a Schedule 70 vendor.

b. Manufacturer's Part Number Offeror must ensure the Original Equipment Manufacturer (OEM), Manufacturer Part Number or Wholesaler Number for each product proposed reflects the actual part number assigned. If the OEM, Manufacturer, or Wholesaler Part Number is submitted incorrectly or not submitted, the product offering will not be awarded.

c. Frustrated Freight

Applicable only to offers ultimately bound for overseas destinations: Offer must maintain an order tracking system that permits ordering agencies to obtain the location of an order from the time the order is shipped to the time/point of delivery and acceptance at end point of point of delivery.

Offeror must also demonstrate understanding of an order bound for an international end point delivery and provide a sample electronic version of an appropriately marked label in accordance with the FED-STD-123 and MIL-STD-129 edition in effect at the date of issuance of the solicitation.

Offer will not be accepted for OCONUS delivery if offer does not demonstrate a proper tracking system and a sample packaging label for international delivery

d. Full Products and Broad Services Offerings

Offeror must provide a full and broad offering on services and/or products. Offers will not be accepted with only limited item/offering (product, labor category, training course, or fixed-price service) unless it represents a total solution for the Special Item Numbers (SINs)

e. Fair and Reasonable Pricing

To determine fair and reasonable pricing, the GSA Contracting Officer may consider many factors, including pricing on competitor contracts, historical pricing, and currently available pricing in other venues. Offers which provide Most Favored Customer pricing, but which are not highly competitive will not be found fair and reasonable and will not be accepted.

14. INCORPORATED BY REFERENCE (IBR). Many of the provisions and clauses cited in this solicitation are incorporated by reference to the appropriate section of the Federal Acquisition Regulation (FAR) or the General Services Administration Acquisition Manual (GSAM). A review of these clauses and provisions will be necessary for you to understand all aspects of the solicitation. The full text of any FAR and GSAM clauses which are incorporated by reference in this solicitation may be found in the electronic file titled 'Regulations Incorporated by Reference', or they can be accessed at the following URLs:

FAR: <https://www.acquisition.gov/far/>

GSAM: <https://www.acquisition.gov/gsam/gsam.html>

15. Copies of FAR may be purchased from:

Superintendent of Documents

Government Printing Office (GPO)

Washington, DC 20402

16. RECEIPT OF OFFERS/SCHEDULE CONTRACT PERIOD. This standing solicitation will remain in effect until replaced by an updated solicitation. There will be no closing date for receipt of offers. Therefore, offers may be submitted for consideration at any time. See A-FSS-11 CONSIDERATION OF OFFERS UNDER STANDING SOLICITATION.

17. SOLICITATION FORMAT/CONTENTS. This solicitation has been prepared in accordance with FAR Part 12, Acquisition of Commercial Items, which implements Title VIII of the Federal Acquisition Streamlining Act (FASA) of 1994 (Public Law 103-355), the Clinger-Cohen Act of 1996 (Public Law 104-106), and the final rule, published as General Services Administration Acquisition Regulation (GSAR) Change 76, regarding commercial item acquisitions under the Multiple Award Schedules Program. The contract format and data requirements in this solicitation differ somewhat from

previous solicitations. Offerors are strongly advised to carefully review the entire solicitation document.

18. INTERNET PROTOCOL VERSION 6 (IPv6). All Information Technology offers at the time of submission dealing with Internet Protocol (IP) are self certifying offerings as Internet Protocol Version 6 (IPv6) compliant.
19. MANDATORY ACCEPTANCE OF CREDIT CARD. Contractors are required to accept credit cards for payments equal to or less than the micro-purchase threshold for oral or written delivery orders. Contractors are encouraged to accept credit cards for orders above the micro-purchase threshold. See GSAR 552.232-79 PAYMENT BY CREDIT CARD, VARIATION.
20. PAST PERFORMANCE. In order to assist the government in assessing an Offeror's past performance, each company responding to this solicitation will be required to have Dun & Bradstreet (D&B) c/o Open Ratings, a strategic partner with D&B, complete a Past Performance Evaluation Report on that firm. For companies with less than two-years of corporate experience: the Past Performance Evaluation Report may include customer references and feedback from the key personnel's past performance. The request must be made prior to the submission of a proposal. Each Offeror must submit, with its proposal, a completed copy of the past performance evaluation form sent, by the Offeror, to Open Ratings. Any charges associated with the Past Performance Evaluation Report will be paid by the Offeror. SEE PAST PERFORMANCE EVALUATION.
21. FINANCIAL RESPONSIBILITY DETERMINATION. Please be aware that a financial responsibility determination will be completed on your firm. Please ensure that your Dun and Bradstreet information is up to date. Financial documentation (Income Statement and Balance Sheet) from your firms last 2 fiscal years must be submitted (if applicable; see Critical Information Specific to Schedule 70).
22. PROFESSIONAL SERVICE. If offering professional services (as defined by 29 CFR 541) (SINs 132-51 and/or 132-60f and/or **132-45A, 132-45B, 132-45C, 132-45D**) Offeror shall submit a Professional Compensation Plan setting forth salaries and fringe benefits proposed for the professional employees who will work under the contract in accordance with Clause 52.222.-46 Evaluation of Compensation for Professional Employee. Individual compensation disclosure is not required. Submission of general compensation practices often printed in an employee handbook is sufficient. PLEASE REFER to SCP-FSS-003 General Proposal Submission Instructions (Feb 2012) for additional guidance.
23. COOPERATIVE PURCHASING. Section 211 of the E-Government Act of 2002 amended the Federal Property and Administrative Services Act to allow for cooperative purchasing. Cooperative Purchasing authorizes State and local government entities to purchase Information Technology (IT) supplies/products and services from the GSA IT Schedule 70 and the Consolidated Schedule contracts containing Information Technology (IT) Special Item Numbers (SINs).

a. State and local government entities means: the states of the United States, counties, municipalities, cities, towns, townships, tribal governments, public authorities (including public or Indian housing agencies under the United States Housing Act of 1937), school districts, colleges and other institutions of higher education, council of governments (incorporated or not), regional or interstate government entities, or any agency or instrumentality of the preceding entities (including any local educational agency or institution of higher education), and including legislative and judicial departments. The Final Rule regarding Cooperative Purchasing was issued in the Federal Register on May 18, 2004, and was incorporated via Refresh 14.

b. When submitting an Offer, please INDICATE IN YOUR COVER LETTER, which Special Item Numbers (SINs) are to include COOPERATIVE PURCHASING.

24. DISASTER RECOVERY. This provides for state and local governments to use GSA's schedules for Disaster Recovery as provided for in Section 833 of the National Defense Authorization Act of Fiscal Year 2007, commonly known as the John Warner National Defense Authorization Act (P.L. 109-364). Specifically, it authorizes the use of Federal Supply Schedules by state and local governments to facilitate recovery from major disaster, terrorism, nuclear, biological, chemical, or radiological attacks. The disaster must be declared by the President under the Robert T. Stafford Disaster Relief and Emergency Assistance Act (42 U.S.C. 5121 et.seq.)

NOTE: If the Offeror chooses to participate in Disaster Recovery (GSAR 552.238-80), the program then applies to ALL SINs listed under the offer. Please respond to the Disaster Recovery option when submitting your offer.

25. 00CORP - CONSOLIDATED SCHEDULE (Formerly Corporate Contracts Schedule). The Consolidated Schedule adds value by simultaneously reducing administrative costs, shortening lead times and ensuring quality services and related supplies. This Schedule covers a broad spectrum of services for various functional domains, including engineering, information technology, logistics, and management/organizational business improvement services.

This Schedule is a tool for federal agencies to issue task orders to a single company to perform a requirement that includes services falling within the scope of several individual Schedules. If you feel that your company would better benefit from a Consolidated Schedule, please submit your offer under 00CORP - CONSOLIDATED SCHEDULE (Formerly Corporate Contracts Schedule) instead of Schedule 70.

26. DANGER PAY. Contractor personnel may be required to perform services in areas designated by the Department of State as Danger Pay or Hardship Posts for a variety of reasons, including contingency operations, humanitarian or peacekeeping operations, military exercises and/or operations, or diplomatic missions. The Department of State Standardized Regulations (DSSR) provides for additional compensation for service in foreign locations where conditions of

environment differ substantially from conditions of environment in the continental U.S. that additional compensation is warranted and necessary as a recruitment or retention incentive.

Danger Pay and Hardship Post differential rates must be negotiated at the MAS contract level. The Contractor may request these rates upon award or via contract modification any time after award. Applicable SINs under Schedule contracts may include a Danger Pay or Hardship Post differential. If it is included, it is a rate differential. The Ordering Agency Contracting Officer has the authority to determine whether or not it is appropriate for an individual order. For more information on Danger Pay, please see the Department of State's website: <http://www.state.gov>.

27. FOREIGN VENDORS. Offerors from foreign countries are obligated to the same rules and regulations as domestic offerors, however there are some minor differences. The requirements for Foreign Vendors include but are not limited to the items listed below. The list is simply an aid and may not be complete. Additional documentation or certifications may be required by the Contracting Officer at anytime.

Foreign Vendors:

- Must submit a Small Business Subcontracting Plan only if the offeror has physical offices located with the United States.
- Are still obligated to obtain a DUNS #
- Must submit all prices in US Dollars
- Must perform the currency conversion at the time the order is placed
- Be TAA compliant

Please read the entire Solicitation for the full list of requirements for Foreign Vendors. If you are a Foreign Company trying to do business with the General Services Administration using eOffer/eMod and need a digital certificate, follow the instructions below:

Complete the application on the <http://aces.orc.com/> site for a "Aces Business Representative Certificate". Complete the Aces Business Representative application. The form does not currently accept foreign addresses, so in the field for the address put Virginia, 22030, United States. In the text box below put the actual foreign address. Submit the form and print the documents to be notarized. Then have the form notarized through one of the following methods:

Go to a US Embassy and have the documents notarized. If they are in the US they can go to any notary, or they can go to the ORC office and have the documents reviewed.

If they have questions and need to speak to someone at ORC, they can use the number below or email them. The ORC ACES Customer Service Team.

aceshelp@orc.com

(888) 816-5503

They need to tell the person they are speaking with that they need a ACES Business Representative Certificate and that they are a foreign company.

28. FEDERAL ASSETS SALES. An executive agency may sell personal property (including on behalf of another agency when so requested) only if it is a designated Sales Center (SC), or if the agency has received a waiver from the eFAS Planning Office. An SC may engage contractor support to sell personal property. Only a duly authorized agency official may execute the sale award documents and bind the United States. CITATION: Code of Federal Regulations 41CFR102-38.40.

29. PROPOSED ECONOMIC PRICE ADJUSTMENT (EPA) MECHANISM. EPA is described in detail in Clauses I-FSS-969 and 552.216-70.

30. GSA ADVANTAGE. An electronic information and ordering system, known as GSA Advantage! encompasses all of the products and services under this schedule (I-FSS-597). Contractors are required to display product, service and pricing information on GSA Advantage! within 6 months after the contract award.

31. RE-REPRESENTATION OF SIZE STATUS FOR OPTION PERIODS. Prior to the time the Contracting Officer exercises an option, the Contractor will be required to re-represent business size status and 8(a) program eligibility to the Contracting Officer. Refer to Clause 52.219-28 (JUN 2007).

32. ADVISORY ASSISTANCE SERVICES. Offerors are advised that nongovernment consultants may assist the Government during the Government's evaluation of proposals. These persons shall be authorized access to only those portions of the proposal data and discussions that are necessary to enable them to provide specific technical advice on specialized matters or on particular problems. They shall be expressly prohibited from scoring, ranking, or recommending the selection of a source. All nongovernment consultants have signed a Non-Disclosure Agreement. Each nongovernment consultant has expressly agreed to maintain the confidentiality of all documents, data and other information provided, obtained, or accessed from the General Services Administration (GSA) and among other attestations, agreed to the following:

- (a) The contractor assumes full responsibility for and guarantees the security and confidentiality of all documents, data, and other information supplied or gleaned from GSA; and
- (b) The contractor will prevent any person from disclosing the contents or description of documents, data, or information, including proprietary information maintained by the Government to any person not authorized by GSA or to have access to such documents or information.

33. SECTION 508 COMPLIANCE. Section 508 is a part of the Rehabilitation Act of 1973 which requires that electronic and information technology (EIT) developed, procured, maintained, or used by the Federal government be accessible to people with disabilities. On August 7, 1998, the President signed into law the Workforce Investment Act of 1998, which includes the Rehabilitation Act Amendments of 1998. Section 508 was originally added to the Rehabilitation Act in 1986; the 1998

amendments significantly expand and strengthen the technology access requirements in Section 508.

Section 508 requires that when Federal agencies develop, procure, maintain, or use electronic and information technology, they shall ensure that the electronic and information technology allows Federal employees with disabilities to have access to and use of information and data that is comparable to the access to and use of information and data by Federal employees who are not individuals with disabilities, unless an undue burden would be imposed on the agency. Section 508 also requires that individuals with disabilities, who are members of the public seeking information or services from a Federal agency, have access to and use of information and data that is comparable to that provided to the public who are not individuals with disabilities, unless an undue burden would be imposed on the agency.

Offerors are required to self-certify that their products or services are in compliance with Section 508 technical standards. Therefore, the offeror is required to submit with its offer a designated area on its website that outlines the Voluntary Product Accessibility Template (VPAT) or equivalent qualification, which ultimately becomes the Government Product Accessibility Template (GPAT). The purpose of the VPAT is to assist Federal contracting officials and other buyers in making preliminary assessments regarding the availability of commercial EIT products and services with features that support accessibility.

The Offeror must comply with all required Federal or agency standards as specified in the scope of Work for each Task Order. Section 508, the Federal Information Technology Accessibility Initiative (36 CFR 1194), is incorporated into and made a part of this solicitation. Compliance with the applicable Section 508 standards is a material requirement of this solicitation.

All EIT deliverables resulting from task orders placed against this solicitation, inclusive of electronic documents, must meet all minimum accessibility requirements as well as Section 508 technical standards at a minimum. The offeror must reference the Section 508 technical standards below as a resource for meeting compliance of deliverables:

- 1194.21 Software applications and operating systems
 - 1194.22 Web-based Intranet and Internet Information and Applications
 - 1194.23 Telecommunications Products
 - 1194.24 Video and multimedia products
 - 1194.25 Self contained, closed products
 - 1194.26 Desktop and portable computers
 - 1194.31 Functional Performance Criteria
 - 1194.41 Information, Documentation and Support
- World Wide Web Consortium (W3C) www.w3c.org

34. SUBMISSION OF MODIFICATIONS. Vendors must submit their modifications to current contracts using the eOffer/eMod system (<http://eoffer.gsa.gov/>). Please note that Digital Certificates are

required when using the eOffer/eMod system. For technical issues or concerns with the eMod system, please send an email to eoffer@gsa.gov.

35. Points of Contact

For general questions regarding MAS IT Schedule 70 Contracting:

Customer Service

GSA Technology Solutions

24 hours a day, Mon - Fri

(855) ITaid4U (482-4348)

ITCSC@gsa.gov

For questions regarding eOffer submission or Certifications:

Vendor Support Center

visit www.gsa.gov/vsc.

Phone: 1-877-495-4849

For general questions regarding HSPD 12:

Email: hspd12@gsa.gov

Phone: 1-703-605-2727

For general questions regarding COMSATCOM:

Email: fasnetworkservice@gsa.gov

Phone: 1-877-387-2001

-----Begin Regulation-----

SCP-FSS-004 SPECIFIC PROPOSAL INSTRUCTIONS FOR SCHEDULE 70 (JUN 2016)

- (a) Read the entire solicitation document prior to preparation of an offer.
- (b) **CRITICAL INFORMATION** - See attachment "Critical Information Specific to Schedule 70." Thoroughly read the attachment for additional information, requirements, and terms and conditions specific to Schedule 70.
- (c) The Offeror must comply with the instructions outlined in either *SCP-FSS-001-N Instructions Applicable to New Offerors (Alternate I – MAR 2016)* or *SCP-FSS-001-S Instructions Applicable to Successful FSS Program Contractors*, as applicable.
- (d) Offerors submitting an offer under Schedule 70 must also comply with the following:

I Section I - Administrative/Contract Data

(1) All proposed products must comply with the Trade Agreements Act (TAA). It is the responsibility of the Offeror to determine TAA compliance. When an item consists of components from various countries and the components are assembled in an additional country, the test to determine country of origin is “substantial transformation” (reference FAR 25.001(c)(2))). The Offeror may also request an opinion from a third-party expert or make the determination itself. Offerors can go to The Office of Regulations and Rulings within U.S. Customs and Border Protection (CBP), which is the Federal agency responsible for making final substantial transformation determinations(reference 19 CFR Part 177 Subpart B). CBP’s determinations or opinions are based upon tariff laws . The Internet address for CBP is: <http://www.cbp.gov/>. The Offeror should keep this requirement in mind when completing the TAA certification section of its SAM registration. When evaluating offers, the contracting officer will rely on the representations and certifications of the Offeror and will not make substantial transformation determinations.

(2) If the Offeror is not the manufacturer of the product(s) being proposed, an acceptable Letter of Commitment/Supply must be provided. See clause I-FSS-644 Dealers and Suppliers in the Basic Solicitation and the letter requirements. Failure to provide acceptable Letters of Commitment/Supply may result in rejection of the offer. See Letter of Supply Template for required language.

(3) If offering END USER LICENSE AGREEMENTS (EULAs), TERMS OF SERVICE (TOS) AGREEMENTS FOR SOFTWARE USE, AND/OR OTHER AGREEMENTS – Often ordering activities will decline to place an order because of Federally non-compliant terms (*e.g.*, customer indemnification). This results in a loss of business for the Schedule holder. In order to facilitate GSA’s review and negotiation of each individual set of terms for compliance with Federal law, the Offeror is required to submit its EULA or TOS Agreement in an editable format, and preferably with the Federally non-compliant terms and conditions already removed. Such submissions may help GSA avoid delays in reviewing and negotiating each individual agreement. “Clickwrap” submissions or links to agreements are not acceptable. The Offeror must clearly define what additional products, services, and prices are included with its EULA, TOS Agreement, and other Agreements.

II Section II - Technical Proposal:

The Offeror must address a fourth technical factor as described below:

- (1) Factor Four – Relevant Project Experience: The Offeror must submit a narrative demonstrating relevant project experience. A narrative is required for each proposed total solution or service SIN, (this includes, but is not limited to, SIN 132-51 -Information Technology Professional Services, **SIN 132-45A Penetration Testing, SIN 132-45B Incident Response, SIN 132-45C Cyber Hunt, SIN 132-45D Risk and Vulnerability Assessment**, SIN 132-56 – Health Information Technology Services and SIN 132-60f - Identity and Access Management Professional Services). The narrative must include the following:

(ii) The narrative must include a description of three (3) relevant projects, not to exceed four (4) pages per project. Each description must clearly indicate the SIN to which it applies, and identify the specific services being proposed under that SIN. For companies with less than two years of corporate experience, Offeror shall submit relevant projects of key personnel.

Each project description must also address the following elements:

(A) Detailed description of SIN-relevant work performed and results achieved

(B) Methodology, tools, and/or processes utilized in performing the work

(C) Demonstration of compliance with any applicable laws, regulations, Executive Orders, OMB Circulars, professional standards, etc.

(D) Project schedule (i.e., major milestones, tasks, deliverables), including an explanation of any delays

(E) How the work performed is similar in scope and complexity to the work solicited under the proposed SIN

(F) Demonstration of required specific experience and/or special qualifications detailed under the proposed SIN.

The Offeror may use the same project in support of more than one SIN as long as the description clearly identifies the SIN-relevant work. All examples of completed services must have been deemed acceptable by the customer.

(ii) The following SINs have additional requirements that shall be addressed in the Relevant Project Experience narrative:

(A) SIN 132-54 Commercial Satellite Communications (COMSATCOM), SIN 132-55 Commercial Satellite Communications (COMSATCOM) Subscription Services.

(1) Address requirements in CI-FSS-152-N *Additional Evaluation Factors for New Offerors Under Schedule 70* or CI-FSS-152-S *Additional Evaluation Factors for Successful FSS Program Contractors Under Schedule 70*

(2) Address requirements in CI-FSS-055 *Commercial Satellite Communication (COMSATCOM) Services*

(B) SINs 132-60A – 132-60F Identity, Credential and Access Management (ICAM)

- (1) Address requirements in CI-FSS-152-N *Additional Evaluation Factors for New Offerors Under Schedule 70* or CI-FSS-152-S *Additional Evaluation Factors for Successful FSS Program Contractors Under Schedule 70*
- (2) Address requirements in CI-FSS-052 *Authentication of Products and Services*

(C) SIN 132-50 Training - The narrative must include the following:

- (1) Course names, brief description, length of course, type of training, location (on or off customer site) and any other pertinent details to the training offered.
- (2) If other than the manufacturer, submit proof of authorization to provide training course(s) for manufacturer's software and/or hardware products.

* Note that commercially available products under this solicitation may be covered by the Energy Star or Electronic Product Environmental Assessment Tool (EPEAT) programs. For applicable products, offerors are encouraged to offer Energy Star-qualified products and EPEAT-registered products, at the Bronze level or higher. If offerors opt to offer Energy Star or Electronic Product Environmental Assessment Tool (EPEAT) products then they shall identify by model which products offered are Energy Star-qualified and EPEAT-registered, broken out by registration level of bronze, silver, or gold.

(D) SIN 132-56 Health Information Technology Services

- (1) Address requirements in CI-FSS-152-N *Additional Evaluation Factors for New Offerors Under Schedule 70* or CI-FSS-152-S *Additional Evaluation Factors for Successful FSS Program Contractors Under Schedule 70*

(2) **Factor 5 - ORAL TECHNICAL EVALUATION: Offerors proposing services under SIN 132-45A Penetration Testing, SIN 132-45B Incident Response, SIN 132-45C Cyber Hunt, and/or SIN 132-45D Risk and Vulnerability Assessment shall participate in an oral technical evaluation that will be conducted by a Technical Evaluation Board (TEB). The oral technical**

evaluation will be held at the unclassified level and will be scheduled by the TEB. The oral technical evaluation will be used to assess the offeror's capability to successfully perform the services within the scope of each SIN as set forth in this solicitation.

Please review the Factor 5 Oral Technical Evaluation Criteria attachment to this solicitation for details on the knowledge areas to be assessed in the evaluation and the criteria for a 'Pass' or 'Fail' rating under this factor.

(v) **ORAL TECHNICAL EVALUATION CONSTRAINTS:** The offeror shall identify up to five key personnel, by name and association with the offeror, who will field questions during the oral technical evaluation. After opening remarks by the TEB, the offeror will respond to a series of questions and scenarios in 40 minutes per SIN. The evaluation will be stopped precisely after 40 minutes. The total evaluation session is expected to up to three (3) hours, depending on the number of SINs the offeror is proposing. The TEB Chairperson will be responsible for ensuring the schedule is met and that all offerors are given the same opportunity to present and answer questions.

(vi) **ORAL TECHNICAL EVALUATION SCHEDULING:** The TEB will contact the offeror's authorized negotiator or the signatory of the SF 1449 via email to schedule the oral technical evaluation. Evaluation time slots will be assigned on a first-come-first-served basis. The Government reserves the right to reschedule any offeror's oral technical evaluation at its sole discretion. The oral technical evaluation will be held at facilities designated by the TEB. The exact location, seating capacity, and any other relevant information will be provided when the evaluations are scheduled. The government may make accommodations for vendors to participate in the oral evaluations virtually, if they are unable to participate in-person.

(vii) **PROHIBITION OF ELECTRONIC RECORDING OF THE ORAL TECHNICAL EVALUATION:** The offeror may not record or transmit any of the oral evaluation process. All offeror's electronic devices shall be removed from the room during the evaluation. The offeror is permitted to have a timer in the room during the evaluation, provided by the TEB.

(viii) **RESUBMISSION RESTRICTIONS FOR UNSUCCESSFUL VENDORS UNDER THIS EVALUATION FACTOR:** Offeror, whom the TEB has found to have not met the passing criteria under this evaluation factor shall be given one (1) opportunity to provide clarifications to the TEB. The offeror will have 24 hours from the time of the notice of possibly not meeting the passing criteria of the fail rating from the TEB to provide clarifications. Offerors, who have provided clarifications and the TEB gives a "fail rating" still have not met the passing criteria, shall be rejected and shall be ineligible to re-submit proposals to participate in the SIN for which

they were rejected for a period of six (6) months following the date of rejection.

-----Begin Regulation-----

CI-FSS- 152-N ADDITIONAL EVALUATION FACTORS FOR NEW OFFERORS UNDER SCHEDULE 70 (JUN 2016)

- (a) The Government will consider award to an offeror who has been determined to be responsible, whose offer conforms to all solicitation requirements, who is determined technically acceptable, who has acceptable past performance, and whose prices are determined fair and reasonable.
- (b) All technical evaluation factors will be reviewed, evaluated, and rated acceptable or unacceptable based on the criteria listed below. Award will be made on a SIN-by- SIN basis. A rating of “unacceptable” under any technical evaluation factor, by SIN, will result in an “unacceptable” rating overall for that SIN, and that SIN will be rejected. Offers determined unacceptable for all proposed SIN(s) will be rejected.

I. TECHNICAL EVALUATION FACTORS:

(1) FACTOR 1: Corporate Experience: See SCP-FSS- 001-N

(2) FACTOR 2: Past Performance: See SCP-FSS- 001-N

(3) FACTOR 3: Quality Control: See SCP-FSS- 001-N

(4) FACTOR 4: Relevant Project Experience: See SCP-FSS- 004. Additional requirements are:

- (i.) **SIN 132-45A Penetration Testing, SIN 132-45B Incident Response, SIN 132-45C Cyber Hunt, SIN 132-45D Risk and Vulnerability Assessment, SIN 132-51 IT Professional Services, SIN 132-60f Identity Access Management (IAM) Professional Services only.**

(A) Provide a description of the offeror’s experience in the professional information technology services offered under **SIN 132-45A, SIN 132-45B, SIN 132-45C, SIN 132-45D, SIN 132-51 and/or SIN 132-60f**. Describe three completed or on-going project(s), similar in size and complexity to the effort contemplated herein and in sufficient detail for the Government to perform an evaluation. For SIN 132-60f, two of the three projects described must be prior Federal Government application deployment projects for public-facing IT systems. Each completed example shall have been completed within the last two years. All examples of completed services shall have been found to be acceptable by the ordering activity. If the offeror cannot provide three examples of past experience, they may provide additional documentation to substantiate project experience to be evaluated by the contracting officer.

(B) Within the two-page limitation for each project narrative, offerors shall outline the following for proposed SINs 132-51 and 132-60f:

- 1) Provide background information on the project or projects presented to demonstrate expertise.
- 2) Outline how the project or projects are related to the proposed SIN(s).
- 3) Submit summary of the final deliverables for the noted project or projects.
- 4) Offerors shall demonstrate that the tasks performed are of a similar complexity to the work solicited under this solicitation.
- 5) Provide the following information for each project submitted:
 - i) Project/Contract Name;
 - ii) Project Description;
 - iii) Dollar Amount of Contract;
 - iv) Project Duration, which includes the original estimated completion date and the actual completion date; and
 - v) Point of Contact and Telephone Number.

(ii.) SIN 132-54, Commercial Satellite Communications (COMSATCOM) Transponded Capacity and/or SIN 132-55, COMSATCOM Subscription Services

(A) Provide a description of the offeror's experience delivering COMSATCOM services as described in CI-FSS- 055 Commercial Satellite Communication (COMSATCOM) Services. For each COMSATCOM Services SIN proposed, describe three completed or ongoing projects, similar in size and complexity to the services the vendor is proposing to offer and in sufficient detail for the Government to perform an evaluation. (NOTE: If applying for both SIN 132-54 and 132-55, describe three projects related to SIN 132-54, and another three projects related to SIN 132-55.) All completed projects shall have been completed within the last three years prior to submission of the vendor's COMSATCOM Services SIN proposal. Performance of all completed projects shall have been found acceptable by the ordering activity. If the offeror cannot provide three projects, it may provide additional documentation to substantiate project experience to be evaluated by the contracting officer.

(B) Within the four-page limitation for each project narrative, the offeror shall include the following information:

- 1) Provide background information on the project presented to demonstrate familiarity and expertise servicing COMSATCOM requirements.
- 2) Outline how the project is related to the proposed COMSATCOM Services SIN.
- 3) Demonstrate that the tasks performed are of a similar size, scope, and complexity to the work solicited under this solicitation.

4) Provide the following information for each project submitted:

- i) Project/Contract Name;
- ii) Project Description;
- iii) Dollar Amount of Contract;
- iv) Project Duration, which includes the original estimated completion date and the actual completion date; and
- v) Point of Contact and Telephone Number.

(iii.) Information Assurance Minimum Security Controls Compliance for SIN 132-54, Commercial Satellite Communications (COMSATCOM) Transponded Capacity Services and SIN 132-55, COMSATCOM Subscription Services only

(A) Federal policy specifies Government customer compliance with the Federal Information Security Management Act of 2002 as implemented by Federal Information Processing Standards Publication 200 (FIPS 200), "Minimum Security Requirements for Federal Information and Information Systems." This standard specifies minimum security requirements Federal agencies must meet, defined through the use of security controls described in National Institute of Standards and Technology (NIST) Special Publication (SP) 800-53, "Recommended Security Controls for Federal Information Systems and Organizations," DoD Instruction (DoDI) 8500.2, "Information Assurance Implementation," and associated documents.

(B) Complete the Information Assurance Checklist found on the GSA SATCOM Services Program Management Office website (<http://www.gsa.gov/portal/content/122627>).

(C) The Government will evaluate the Information Assurance Checklist submitted as part of offeror's proposal to determine whether the offeror understands the minimum security controls, and has processes, personnel, and infrastructure that currently complies or demonstrates a reasonable approach to becoming compliant with all the minimum security controls for at least a low-impact information system or MAC III system.

(iv.) SIN 132-56 Health Information Technology Services

(A) Provide a description of the offeror's experience in the Health information technology services offered under SIN 132-56. Describe three completed or on-going project(s), similar in size and complexity to the effort contemplated herein and in sufficient detail for the Government to perform an evaluation. Each completed example shall have been completed within the last three years. All examples of completed services shall have been found to be acceptable by the ordering activity.

(B) Within the two-page limitation for each project narrative, offerors shall outline the following for proposed SINs 132-56:

1) Provide background information on the project or projects presented to demonstrate Health IT expertise.

2) Outline how the project or projects are related to the proposed Health IT SIN.

3) Submit summary of the final deliverables for the noted project or projects.

4) Offerors shall demonstrate that the tasks performed are of a similar complexity to the work solicited under this solicitation.

5) Provide the following information for each project submitted:

i) Project/Contract Name;

ii) Project Description;

iii) Dollar Amount of Contract;

iv) Project Duration, which includes the original estimated completion date and the actual completion date; and

v) Point of Contact and Telephone Number.

(v.) Project Experience for Authentication Products and Services (Homeland Security Presidential Directive 12 (HSPD-12) Only): All offers must be in compliance with guidance in National Institute of Standards and Technology (NIST) Special Publication (SP) 800-63, OMB Memorandum 04-04:

(A) SIN 132-60a: Offerings must include policy-compliant agency setup, testing, credential issuance, subscriber customer service account management, revocation, and credential validation as part of the basic service. Technical evaluation criteria are -

1) Successful completion of Level 1 Credential Assessment - Include Assessment Report

2) Successful completion of applicable interoperability testing - Include Test Report

(B) SIN 132-60b: Offerings must include policy-compliant agency setup, testing, identity proofing, credential issuance, subscriber customer service account management, revocation, and credential validation as part of the basic service. Technical evaluation criteria are -

1) Successful completion of Level 2 Credential Assessment - Include Assessment Report

2) Successful completion of applicable interoperability testing - Include Test Report

(C) SIN 132-60c: Offerings must include policy compliant ID proofing, Credential issuance, continued account management, revocation, and certificate validation as part of the basic service. Technical evaluation criteria are -

1) Successful completion of Level 3 and 4 Credential Assessment - Include Assessment Report

2) Access Certificates for Electronic Services (ACES) Security Certification and Accreditation (C&A) as a condition of obtaining and retaining approval to operate as a Certification

Authority (CA) under the ACES Certificate policy and the GSA ACES Program. – Include Authorization to Operate (ATO) letter.

3) Common criteria for other Certification Authorities cross-certified by the Federal Bridge

(D) SIN 132-60d: Offerings must be -

1) Listed on GSA's Federal Information Processing Standards (FIPS) 201 Approved Products List.

2) Crypto Modules must be FIPS 140-2 validated.

(E) SIN 132-60e: Offerings must include precursor services such as bulk load, testing, identity proofing, credential issuance, subscriber customer service account management, revocation, and credential validation as part of the basic service. Also includes translation and validation services, and partial services such as 3rd-party identity proofing or secure hosting. Technical evaluation criteria are -

1) Demonstrated compliance with NIST SP 800-63, as applicable to the technologies being utilized by the offeror.

2) Compliance with published E-Authentication architecture, verified by a clearance letter from GSA's Office of Governmentwide Policy.

(F) SIN 132-60f: Technical evaluation criteria are -

1) Documented experience with deployment of policy-compliant Identity and Access Management (IAM) projects in Government agencies. This includes IAM technologies and standards, including Security Assertion Markup Language (SAML), Public Key Infrastructure (PKI) and the Web Services (WS)-Federation specification. Offerors should describe in detail their competencies when proposing under this SIN.

(5) FACTOR 5: Oral Technical Evaluation for SIN 132-45A Penetration Testing, SIN 132-45B Incident Response, SIN 132-45C Cyber Hunt, and SIN 132-45D Risk and Vulnerability Assessments (RVA): See SCP-FSS-004.